
State: Arkansas **Filing Company:** Sterling Life Insurance Company
TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
Project Name/Number: 2013 Rate Refiling/

Filing at a Glance

Company: Sterling Life Insurance Company
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
State: Arkansas
TOI: MS08I Individual Medicare Supplement - Standard Plans 2010
Sub-TOI: MS08I.001 Plan A 2010
Filing Type: Rate
Date Submitted: 09/14/2012
SERFF Tr Num: STLG-128684884
SERFF Status: Closed-Approved-Closed
State Tr Num:
State Status: Approved-Closed
Co Tr Num: RATE REVISION

Implementation: 01/01/2013
Date Requested:
Author(s): Stacey Nguyen, Andrea Callahan, Jane Zhang, Anna Arena, Alisha Zimmer, Darin Berdinka, Joy Sarin

Reviewer(s): Stephanie Fowler (primary)
Disposition Date: 11/02/2012
Disposition Status: Approved-Closed
Implementation Date: 01/01/2013

State Filing Description:

State: Arkansas **Filing Company:** Sterling Life Insurance Company
TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
Project Name/Number: 2013 Rate Refiling/

General Information

Project Name: 2013 Rate Refiling
 Project Number:
 Requested Filing Mode: Review & Approval
 Explanation for Combination/Other:
 Submission Type: New Submission
 Overall Rate Impact: 9.9%
 Status of Filing in Domicile:
 Date Approved in Domicile:
 Domicile Status Comments:
 Market Type: Individual
 Individual Market Type:
 Filing Status Changed: 11/02/2012
 State Status Changed: 11/02/2012
 Deemer Date:
 Submitted By: Stacey Nguyen
 Created By: Stacey Nguyen
 Corresponding Filing Tracking Number:
 Filing Description:
 Re: Sterling Life Insurance Company Medicare Select and Standard Medicare Supplement Insurance Filing: Rates
 NAIC # 77399
 NAIC Group #361

"2010" Standard Medicare Supplement

Medicare Supplement Plan A – Form Number: AR STD A (05/10)
 Medicare Supplement Plan B – Form Number: AR STD B (05/10)
 Medicare Supplement Plan C – Form Number: AR STD C (05/10)
 Medicare Supplement Plan F – Form Number: AR STD F (05/10)
 Medicare Supplement Plan G – Form Number: AR STD G (05/10)
 Medicare Supplement Plan K – Form Number: AR STD K (05/10)
 Medicare Supplement Plan N – Form Number: AR STD N

"2010" SELECT Medicare Supplement

Medicare Select Plan A – Form Number: AR SEL A (05/10)
 Medicare Select Plan B – Form Number: AR SEL B (05/10)
 Medicare Select Plan C – Form Number: AR SEL C (05/10)
 Medicare Select Plan F – Form Number: AR SEL F (05/10)
 Medicare Select Plan G – Form Number: AR SEL G (05/10)
 Medicare Select Plan K – Form Number: AR SEL K (05/10)
 Medicare Select Plan N – Form Number: AR SEL N

Dear Sir or Madam:

This is a rate revision filing for existing Medicare Supplement forms. The purpose of this rate filing is to demonstrate that the anticipated loss ratio, reflecting any requested revision in rates, meets the minimum requirements of your state. This filing is not intended to be used for other purposes.

We are requesting a 6% increase for Plans K and N, and a 9.9% increase for all other Plans. The rate revisions will become effective on the policyholders anniversary date, upon approval and after proper notification of enrollees. The number of policies in force as of August 31, 2012 and the estimated average annual premium before and after the proposed rate revision are provided in Exhibit I. This exhibit also fully describes the rating area by county.

Sterling is requesting a tiered rate increase due to significant variations in loss ratio performance between plans. Plans K and

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N, which require enrollee cost sharing on Part B coinsurance, are performing close to target. As a result we are requesting a 6% increase in premium rates for Plans K and N to account for utilization and medical cost trends. Due to a loss ratio that is significantly greater than target, other plans (A, B, C, F and G) require a rate increase greater than anticipated trend to bring experience back into alignment. To avoid shock lapse of enrollees and to maintain reasonably competitive rates Sterling is capping this adjustment at 9.9%. Due to credibility issues with state specific data nationwide experience is used to project anticipated future and lifetime loss ratios.

If you have any questions, please do not hesitate to contact me at (360) 647-9090 Extension 20099 or Stacey.Nguyen@SterlingPlans.com.

Sincerely,
 Stacey Nguyen
 Rate Analyst II
 Business Analytics and Pricing
 Sterling Life Insurance Company

Company and Contact

Filing Contact Information

Stacey Nguyen, Rate Analyst II
 2219 Rimland Drive
 P.O. Box 5348
 Bellingham, WA 98227-5348

stacey.nguyen@sterlingplans.com
 360-647-9080 [Phone] 20099 [Ext]
 360-647-8632 [FAX]

Filing Company Information

| | | |
|---------------------------------|-------------------------|-----------------------------------|
| Sterling Life Insurance Company | CoCode: 77399 | State of Domicile: Illinois |
| P.O. Box 5348 | Group Code: 361 | Company Type: Insurance |
| Bellingham, WA 98227 | Group Name: | Company - Life, Accident & Health |
| (360) 647-9080 ext. [Phone] | FEIN Number: 13-1867829 | State ID Number: |

Filing Fees

| | |
|------------------|---|
| Fee Required? | Yes |
| Fee Amount: | \$700.00 |
| Retaliatory? | No |
| Fee Explanation: | Filing/review of each Life and/or Accident and Health rate filing or loss ratio guarantee filing, per form...\$50.00. |
| | 14 forms x \$50 = \$700 |
| Per Company: | No |

| Company | Amount | Date Processed | Transaction # |
|---------------------------------|----------|----------------|---------------|
| Sterling Life Insurance Company | \$700.00 | 09/14/2012 | 62706550 |

| | | | |
|-----------------------------|--|------------------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

Correspondence Summary

Dispositions

| Status | Created By | Created On | Date Submitted |
|-----------------|------------------|------------|----------------|
| Approved-Closed | Stephanie Fowler | 11/02/2012 | 11/02/2012 |

Objection Letters and Response Letters

Objection Letters

| Status | Created By | Created On | Date Submitted |
|---------------------------|------------------|------------|----------------|
| Pending Industry Response | Stephanie Fowler | 11/01/2012 | 11/01/2012 |
| Pending Industry Response | Stephanie Fowler | 09/20/2012 | 09/20/2012 |

Response Letters

| Responded By | Created On | Date Submitted |
|---------------|------------|----------------|
| Stacey Nguyen | 11/01/2012 | 11/01/2012 |
| Stacey Nguyen | 09/27/2012 | 09/27/2012 |

Amendments

| Schedule | Schedule Item Name | Created By | Created On | Date Submitted |
|----------|-------------------------------------|---------------|------------|----------------|
| Rate | Standard Current and Proposed Rates | Stacey Nguyen | 09/28/2012 | 09/28/2012 |
| Rate | Standard Current and Proposed Rates | Stacey Nguyen | 09/28/2012 | 09/28/2012 |
| Rate | Select Current and Proposed Rates | Stacey Nguyen | 09/28/2012 | 09/28/2012 |

Filing Notes

| Subject | Note Type | Created By | Created On | Date Submitted |
|--------------------------|------------------|---------------|------------|----------------|
| Request to Reopen Filing | Note To Reviewer | Stacey Nguyen | 10/19/2012 | 10/19/2012 |

| | | | |
|-----------------------------|--|------------------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

Disposition

Disposition Date: 11/02/2012

Implementation Date: 01/01/2013

Status: Approved-Closed

Comment: The negotiated rate increase of 2% has been approved to be implemented on or after January 1, 2013. This approval is subject to the following:

- Increases will not be given more frequently than once in a twelve-month period;
- The insured shall be notified by the insurer of its intention to increase the rate for renewal not less than thirty (30) days prior to the effective date of the renewal.

| Company Name: | Overall % Indicated Change: | Overall % Rate Impact: | Written Premium Change for this Program: | # of Policy Holders Affected for this Program: | Written Premium for this Program: | Maximum % Change (where req'd): | Minimum % Change (where req'd): |
|---------------------------------|-----------------------------|------------------------|--|--|-----------------------------------|---------------------------------|---------------------------------|
| Sterling Life Insurance Company | 8.790% | 7.950% | \$3,104 | 296 | \$39,038 | 9.900% | 6.000% |

| Schedule | Schedule Item | Schedule Item Status | Public Access |
|---------------------|---|----------------------|---------------|
| Supporting Document | Health - Actuarial Justification | Approved-Closed | No |
| Supporting Document | Revised Rate Exhibits for Standard and Select Plans | Approved-Closed | No |
| Rate (revised) | Standard Current and Proposed Rates | Approved-Closed | Yes |
| Rate | Standard Current and Proposed Rates | Disapproved | No |
| Rate | Standard Actuarial Memorandum | Disapproved | No |
| Rate | Standard Actuarial Memorandum and Filing Exhibits | Disapproved | No |
| Rate (revised) | Select Current and Proposed Rates | Approved-Closed | Yes |
| Rate | Select Actuarial Memorandum | Disapproved | No |
| Rate | Select Actuarial Memorandum and Filing Exhibits | Disapproved | No |

State: Arkansas **Filing Company:** Sterling Life Insurance Company
TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
Project Name/Number: 2013 Rate Refiling/

Objection Letter

| | |
|-------------------------|---------------------------|
| Objection Letter Status | Pending Industry Response |
| Objection Letter Date | 11/01/2012 |
| Submitted Date | 11/01/2012 |
| Respond By Date | 11/30/2012 |

Dear Stacey Nguyen,

Introduction:

After further review of this request, we would be willing to approve a 2% rate increase on this block of business in lieu of disapproval.

Conclusion:

A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.

Please feel free to contact me if you have questions.

Sincerely,

Stephanie Fowler

State: Arkansas **Filing Company:** Sterling Life Insurance Company
TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
Project Name/Number: 2013 Rate Refiling/

Objection Letter

| | |
|-------------------------|---------------------------|
| Objection Letter Status | Pending Industry Response |
| Objection Letter Date | 09/20/2012 |
| Submitted Date | 09/20/2012 |
| Respond By Date | 10/22/2012 |

Dear Stacey Nguyen,

Introduction:

This will acknowledge receipt of the captioned filing.

The rates are considered to be public information and in order to keep the confidential information from public eye we ask that you please remove the actuarial information from the rate tab.

Conclusion:

A.C.A. 23-79-109(1)-(5) sets forth the procedure by which filings may be deemed approved upon the expiration of certain time periods with no affirmative action by the commissioner. If the commissioner determines that additional information is needed to make a decision regarding approval, such request for information will be made to the company. The filing will not be considered complete until said additional information is received. The time periods set forth in this statute will not begin to run until the filing is complete.

Please feel free to contact me if you have questions.

Sincerely,

Stephanie Fowler

| | | | |
|----------------------|--|-----------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

Response Letter

| | |
|------------------------|--------------------|
| Response Letter Status | Submitted to State |
| Response Letter Date | 11/01/2012 |
| Submitted Date | 11/01/2012 |

Dear Stephanie Fowler,

Introduction:

Thank you for reopening our filing and reconsideration of our rates. We accept the 2% increase offered.

Response 1

Comments:

Please find attached revised Rate Exhibits for Standard and Select Plans which now reflect a 2% increase.

Changed Items:

| Supporting Document Schedule Item Changes | |
|---|---|
| Satisfied - Item: | Revised Rate Exhibits for Standard and Select Plans |
| Comments: | |
| Attachment(s): | |
| Standard Plans Rate Exhibits with 2% Increase.pdf | |
| Select Plans Rate Exhibits with 2% Increase.pdf | |

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Conclusion:

Sincerely,
Stacey Nguyen

| | | | | |
|-----------------------------|--|--------------------------|---------------------------------|---------------|
| SERFF Tracking #: | STLG-128684884 | State Tracking #: | Company Tracking #: | RATE REVISION |
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company | |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | | |
| Project Name/Number: | 2013 Rate Refiling/ | | | |

Response Letter

| | |
|------------------------|--------------------|
| Response Letter Status | Submitted to State |
| Response Letter Date | 09/27/2012 |
| Submitted Date | 09/27/2012 |

Dear Stephanie Fowler,

Introduction:

Response 1

Comments:

The Filing exhibits have been removed from the Rate/Rule Schedule Tab so as not to disclose the proposed rates.

Changed Items:

No Supporting Documents changed.

No Form Schedule items changed.

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State: Arkansas

Filing Company:

Sterling Life Insurance Company

TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number: 2013 Rate Refiling/

Rate/Rule Schedule Item Changes

| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
|----------|-------------------------------|--|-------------|---|------------------------------------|---------------------------------|
| 1 | Standard Actuarial Memorandum | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum.pdf, | 09/27/2012 By: Stacey Nguyen |

Previous Version

| | | | | | | |
|---|---|--|---------|---|--|---------------------------------|
| 1 | Standard Actuarial Memorandum and Filing Exhibits | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum and Filing Exhibits.pdf, | 09/14/2012 By: Stacey Nguyen |
| 2 | Select Actuarial Memorandum | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Select Actuarial Memorandum.pdf, | 09/27/2012 By: Stacey Nguyen |

Previous Version

| | | | |
|----------------------|--|-----------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

| Rate/Rule Schedule Item Changes | | | | | | |
|---------------------------------|---|--|-------------|---|--|---------------------------------|
| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
| 2 | Select Actuarial Memorandum and Filing Exhibits | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Select Actuarial Memorandum and Filing Exhibits.pdf, | 09/14/2012 By: Stacey Nguyen |

Conclusion:

Sincerely,
Stacey Nguyen

| | | | | | |
|-----------------------------|--|--------------------------|---------------------------------|----------------------------|---------------|
| SERFF Tracking #: | STLG-128684884 | State Tracking #: | | Company Tracking #: | RATE REVISION |
| | | | | | |
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company | | |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | | | |
| Project Name/Number: | 2013 Rate Refiling/ | | | | |

Amendment Letter

Submitted Date: 09/28/2012

Comments:

The Standard Plans didn't update, please check now.

Thanks.

Changed Items:

No Form Schedule Items Changed.

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State: Arkansas

Filing Company:

Sterling Life Insurance Company

TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number: 2013 Rate Refiling/

Rate/Rule Schedule Item Changes

| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
|----------|-------------------------------------|--|-------------|---|--|-------------------|
| 1 | Standard Current and Proposed Rates | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Current and Proposed Rates.pdf, | 09/28/2012 By: |

Previous Version

| | | | | | | |
|---|-------------------------------------|--|---------|---|------------------------------------|-------------------|
| 1 | Standard Current and Proposed Rates | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum.pdf, | 09/28/2012 By: |
|---|-------------------------------------|--|---------|---|------------------------------------|-------------------|

Previous Version

| | | | | | | |
|---|-------------------------------|--|---------|---|------------------------------------|---------------------------------|
| 1 | Standard Actuarial Memorandum | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum.pdf, | 09/27/2012 By: Stacey Nguyen |
|---|-------------------------------|--|---------|---|------------------------------------|---------------------------------|

Previous Version

| | | | |
|-----------------------------|--|------------------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

| Rate/Rule Schedule Item Changes | | | | | | |
|---------------------------------|---|--|-------------|---|--|---------------------------------|
| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
| 1 | Standard Actuarial Memorandum and Filing Exhibits | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum and Filing Exhibits.pdf, | 09/14/2012 By: Stacey Nguyen |

No Supporting Documents Changed.

| | | | | | |
|-----------------------------|--|--------------------------|---------------------------------|----------------------------|---------------|
| SERFF Tracking #: | STLG-128684884 | State Tracking #: | | Company Tracking #: | RATE REVISION |
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company | | |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | | | |
| Project Name/Number: | 2013 Rate Refiling/ | | | | |

Amendment Letter

Submitted Date: 09/28/2012

Comments:

Stephanie-

I have updated the Rate/Rule Tab to only show the Current and Proposed Rates.

Thank you,

Stacey

Changed Items:

No Form Schedule Items Changed.

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State: Arkansas

Filing Company:

Sterling Life Insurance Company

TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number: 2013 Rate Refiling/

Rate/Rule Schedule Item Changes

| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
|----------|-------------------------------------|--|-------------|---|------------------------------------|-------------------|
| 1 | Standard Current and Proposed Rates | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum.pdf, | 09/28/2012 By: |

Previous Version

| | | | | | | |
|---|-------------------------------|--|---------|---|------------------------------------|---------------------------------|
| 1 | Standard Actuarial Memorandum | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum.pdf, | 09/27/2012 By: Stacey Nguyen |
|---|-------------------------------|--|---------|---|------------------------------------|---------------------------------|

Previous Version

| | | | | | | |
|---|---|--|---------|---|--|---------------------------------|
| 1 | Standard Actuarial Memorandum and Filing Exhibits | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Standard Actuarial Memorandum and Filing Exhibits.pdf, | 09/14/2012 By: Stacey Nguyen |
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STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State: Arkansas

Filing Company:

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TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number: 2013 Rate Refiling/

Rate/Rule Schedule Item Changes

| Item No. | Document Name | Affected Form Numbers | Rate Action | Rate Action Information | Attachments | Date Submitted |
|----------|-----------------------------------|--|-------------|---|--|-------------------|
| 2 | Select Current and Proposed Rates | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Select Current and Proposed Rates.pdf, | 09/28/2012 By: |

Previous Version

| | | | | | | |
|---|-----------------------------|--|---------|---|----------------------------------|---------------------------------|
| 2 | Select Actuarial Memorandum | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Select Actuarial Memorandum.pdf, | 09/27/2012 By: Stacey Nguyen |
|---|-----------------------------|--|---------|---|----------------------------------|---------------------------------|

Previous Version

| | | | | | | |
|---|---|--|---------|---|--|---------------------------------|
| 2 | Select Actuarial Memorandum and Filing Exhibits | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: 49932 Percent Rate Change Request: 9.9 | Select Actuarial Memorandum and Filing Exhibits.pdf, | 09/14/2012 By: Stacey Nguyen |
|---|---|--|---------|---|--|---------------------------------|

No Supporting Documents Changed.

State: Arkansas **Filing Company:** Sterling Life Insurance Company
TOI/Sub-TOI: MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010
Product Name: AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing
Project Name/Number: 2013 Rate Refiling/

Note To Reviewer

Created By:

Stacey Nguyen on 10/19/2012 11:55 AM

Last Edited By:

Stephanie Fowler

Submitted On:

11/02/2012 10:40 AM

Subject:

Request to Reopen Filing

Comments:

Dear Ms. Fowler

With regard to the disapproval of this filing, the Company requests a reconsideration of the proposed increases at this time. The Department has denied all rate increase requests on these plans since they were initially approved and released 2 and ½ years ago. The original pricing and approval of these products was based on the assumption that rate increases over time would be allowed to compensate for ongoing medical cost trend. Steady and consistent premium increases minimize the impact to the insureds while also maintaining the long-term financial viability of these products. The Company appreciates your continued consideration of this increase as a means of maintaining adequate premium levels with reasonable increases.

Kind Regards,
Stacey Nguyen
Rate Analyst II
Business Analytics and Pricing
Sterling Life Insurance Company
(360) 647-9080 Ext. 20099

| | | | |
|-----------------------------|--|------------------------|---------------------------------|
| State: | Arkansas | Filing Company: | Sterling Life Insurance Company |
| TOI/Sub-TOI: | MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010 | | |
| Product Name: | AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing | | |
| Project Name/Number: | 2013 Rate Refiling/ | | |

Rate Information

Rate data applies to filing.

| | |
|--|------------|
| Filing Method: | SERFF |
| Rate Change Type: | Increase |
| Overall Percentage of Last Rate Revision: | 0.000% |
| Effective Date of Last Rate Revision: | 06/01/2010 |
| Filing Method of Last Filing: | SERFF |

Company Rate Information

| Company Name: | Overall % Indicated Change: | Overall % Rate Impact: | Written Premium Change for this Program: | # of Policy Holders Affected for this Program: | Written Premium for this Program: | Maximum % Change (where req'd): | Minimum % Change (where req'd): |
|---------------------------------|-----------------------------|------------------------|--|--|-----------------------------------|---------------------------------|---------------------------------|
| Sterling Life Insurance Company | 8.790% | 7.950% | \$3,104 | 296 | \$39,038 | 9.900% | 6.000% |

SERFF Tracking #:

STLG-128684884

State Tracking #:

Company Tracking #:

RATE REVISION

State:

Arkansas

Filing Company:

Sterling Life Insurance Company

TOI/Sub-TOI:

MS08I Individual Medicare Supplement - Standard Plans 2010/MS08I.001 Plan A 2010

Product Name:

AR - 2010 Plans Ind. STD/SEL (ABCFGKN) - 2013 Rate Filing

Project Name/Number:

2013 Rate Refiling/

Rate/Rule Schedule

| Item No. | Schedule Item Status | Document Name | Affected Form Numbers (Separated with commas) | Rate Action | Rate Action Information | | Attachments |
|----------|-------------------------------|-------------------------------------|--|-------------|-------------------------------|-------|---|
| 1 | Approved-Closed 11/02/2012 | Standard Current and Proposed Rates | AR STD A (05/10), AR STD B (05/10), AR STD C (05/10), AR STD F (05/10), AR STD G (05/10), AR STD K (05/10), AR STD N | Revised | Previous State Filing Number: | 49932 | Standard Current and Proposed Rates.pdf |
| | | | | | Percent Rate Change Request: | 9.900 | |
| | | | | | | | |
| 2 | Approved-Closed 11/02/2012 | Select Current and Proposed Rates | AR SEL A (05/10), AR SEL B (05/10), AR SEL C (05/10), AR SEL F (05/10), AR SEL G (05/10), AR SEL K (05/10), AR SEL N | Revised | Previous State Filing Number: | 49932 | Select Current and Proposed Rates.pdf |
| | | | | | Percent Rate Change Request: | 9.900 | |
| | | | | | | | |

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD A (05/10), AR STD B (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Plan A | Plan B | | | Plan A | Plan B |
| Under 65* | 5,516.85 | N/A | 9.9% | Under 65* | 6,063.02 | N/A |
| 65 and Above | 1,755.02 | 2,172.33 | 9.9% | 65 and Above | 1,928.77 | 2,387.39 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Plan A | Plan B | | | Plan A | Plan B |
| Under 65* | 5,439.60 | N/A | 9.9% | Under 65* | 5,978.12 | N/A |
| 65 and Above | 1,647.41 | 2,082.05 | 9.9% | 65 and Above | 1,810.50 | 2,288.17 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD C (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 2,310.31 | 2,684.96 | 9.9% | 65 and Above | 2,539.03 | 2,950.77 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 2,232.97 | 2,595.07 | 9.9% | 65 and Above | 2,454.03 | 2,851.98 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD F (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 2,201.44 | 2,558.43 | 9.9% | 65 and Above | 2,419.38 | 2,811.71 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 2,127.67 | 2,472.69 | 9.9% | 65 and Above | 2,338.31 | 2,717.49 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD G (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 2,010.61 | 2,336.65 | 9.9% | 65 and Above | 2,209.66 | 2,567.98 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,936.83 | 2,250.91 | 9.9% | 65 and Above | 2,128.58 | 2,473.75 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD K (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 995.61 | 1,157.06 | 6.0% | 65 and Above | 1,055.35 | 1,226.48 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 956.04 | 1,111.07 | 6.0% | 65 and Above | 1,013.40 | 1,177.73 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR STD N

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,697.28 | 1,972.52 | 6.0% | 65 and Above | 1,799.12 | 2,090.87 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,637.56 | 1,903.11 | 6.0% | 65 and Above | 1,735.81 | 2,017.30 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL A (05/10), AR SEL B (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Plan A | Plan B | | | Plan A | Plan B |
| 65 and Above | 1,567.14 | 1,647.05 | 9.9% | 65 and Above | 1,722.29 | 1,810.11 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Plan A | Plan B | | | Plan A | Plan B |
| 65 and Above | 1,502.11 | 1,688.16 | 9.9% | 65 and Above | 1,650.82 | 1,855.29 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL C (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,817.27 | 2,111.96 | 9.9% | 65 and Above | 1,997.18 | 2,321.04 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,861.31 | 2,163.14 | 9.9% | 65 and Above | 2,045.58 | 2,377.29 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL F (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,596.68 | 1,855.60 | 9.9% | 65 and Above | 1,754.75 | 2,039.30 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,635.25 | 1,900.43 | 9.9% | 65 and Above | 1,797.14 | 2,088.57 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL G (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,424.93 | 1,656.00 | 9.9% | 65 and Above | 1,566.00 | 1,819.94 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|---------------------------------------|----------|----------------------|--------------------|--|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,463.50 | 1,700.82 | 9.9% | 65 and Above | 1,608.39 | 1,869.20 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL K (05/10)

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|---------|----------------------|--------------------|---------------------------------|---------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 667.15 | 775.34 | 6.0% | 65 and Above | 707.18 | 821.86 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|---------|----------------------|--------------------|---------------------------------|---------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 692.65 | 804.97 | 6.0% | 65 and Above | 734.21 | 853.27 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.

STERLING LIFE INSURANCE COMPANY
CHICAGO, ILLINOIS
NAIC COMPANY CODE #77399
INDIVIDUAL STANDARDIZED SELECT MEDICARE SUPPLEMENT PLANS
POLICY FORM(S) AR SEL N

MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,166.81 | 1,356.03 | 6.0% | 65 and Above | 1,236.82 | 1,437.39 |

NON-MSA RATING AREA

| Community Rated | <u>Current Annual Premiums</u> | | Proposed Revision | Community Rated | <u>Proposed Annual Premiums</u> | |
|--------------------|--------------------------------|----------|----------------------|--------------------|---------------------------------|----------|
| | Non-Tobacco | Tobacco | | | Non-Tobacco | Tobacco |
| 65 and Above | 1,207.03 | 1,402.77 | 6.0% | 65 and Above | 1,279.45 | 1,486.94 |

Premium modalization factors:

| | | | |
|-------------|-----------|---------|--------|
| Semi-Annual | Quarterly | Monthly | ACH |
| 0.5203 | 0.2646 | 0.0900 | 0.0855 |

All premiums are rounded to the nearest penny.